

Job #N949 December 3, 1998 CLIRT1203QN.DOC OMB #3084-0116

FTC RENT-TO-OWN CUSTOMER SURVEY QUESTIONNAIRE

Screening

RO-1. Now I want to ask you whether you have rented anything from a rent-to-own store in the last <u>five</u> years. Rent-to-own stores rent household and personal items such as televisions, furniture, appliances, and jewelry. If you keep renting the item long enough, the item becomes yours to keep. Rent-to-own stores are sometimes called rental-purchase stores.

Have you rented anything from a rent-to-own store in the last <u>five</u> years, that is, since approximately (December 1993/January 1994/February 1994)?

1	Yes	QUALIFIED. CONTINUE
2	No	NOT QUALIFIED. GO TO NEXT SECTION OF EXCEL
_	Don't Know	NOT QUALIFIED. GO TO NEXT SECTION OF EXCEL
R	Refused	NOT QUALIFIED. GO TO NEXT SECTION OF EXCEL

Main Questionnaire

RO-2. Please tell me <u>all</u> of the items that you rented from rent-to-own stores in the last <u>five</u> years, that is, since approximately (December 1993/January 1994/February 1994). If you rented the same type of item more than once, for example, two <u>different</u> TV's, please tell me that.

PROBE: Is there anything else you rented in the last five years? (PROBE UNTIL UNPRODUCTIVE OR UNTIL 20 ITEMS ARE LISTED.)

(NOTE: IF RESPONDENT SAYS, "3 TVs", FOR EXAMPLE, WRITE "TV1", "TV2", "TV3" ON THREE <u>SEPARATE</u> LINES.)

(IF RESPONDENT'S ANSWER IS A "SET", ETC., PROBE FOR ITEMS IN THE SET AND LIST THEM SEPARATELY. FOR EXAMPLE, IF RESPONDENT SAYS "WASHER AND DRYER", LIST THOSE AS TWO SEPARATE ITEMS. IF RESPONDENT SAYS "LIVING ROOM SET", PROBE: "What was included in the living room set?", IF RESPONSE TO THE PROBE IS "SOFA, CHAIR, AND TABLE", LIST THIS AS THREE SEPARATE ITEMS.)

(NOTE: **DO NOT LIST**: CARS, TRUCKS, TOOLS, CONSTRUCTION EQUIPMENT, MUSICAL INSTRUMENTS, MEDICAL EQUIPMENT, REAL ESTATE. IF RESPONDENT MENTIONS ITEMS OF THIS TYPE, SAY: "For the purpose of this survey, we will not count items of this type.".)

- 0 (SPECIFY ITEM 1 20)
- N No additional items (VALID FOR ITEMS 2 20 ONLY)
- D Don't Know
- R Refused

(IF 20 ITEMS LISTED IN Q.2 ASK Q.2A, OTHERWISE SKIP TO INSTRUCTION FOLLOWING Q.2B.)

RO-2A Is there anything else you rented from the rent-to-own store in the last 5 years?

1 Yes ASK Q.2B

2 No SKIP TO INSTRUCTION FOLLOWING Q.2B

D Don't Know SKIP TO INSTRUCTION FOLLOWING Q.2B

R Refused SKIP TO INSTRUCTION FOLLOWING 0.2B

Rent-to-Own	Customer	Survey	Questionnaire
-------------	----------	--------	---------------

RO-2B	Approximately how many other items did you rent from a rent-to-own store in the last 5 years (aside from those we listed)?
	ENTER NUMBER (1-996)
$\overline{ m DD}$	Don't Know
RR	Refused
	(PROGRAMMER NOTE: RECORD THE TOTAL NUMBER OF ITEMS LISTED IN Q.2 AND Q.2B AND DISPLAY FOR ANNOTATES.)
	(PROGRAMMER NOTE: IF NO VALID ITEMS LISTED IN Q.2 GO TO NEXT SECTION OF EXCEL; OTHERWISE CONTINUE.)
	(IF ONLY ONE VALID ITEM LISTED IN Q.2, SELECT THIS ITEM AND GO TO Q.4. RECORD ITEM SELECTED:)
	(IF MORE THAN ONE VALID ITEM LISTED IN Q.2, SELECT A RANDOM ITEM. RECORD ITEM SELECTED: CONTINUE WITH Q.3.)
	ONS FOR RESPONDENTS WITH MORE THAN ONE ITEM IN Q.2:
RO-3.	Were (both/all) of these items rented on the same day?
1	
2	No
D	Don't Know
R	Refused
•	

OUESTIONS FOR RESPONDENTS WITH ANY VALID ITEM(s) IN Q.2:

RO-4. (IF Q.2=2+: Now I want to ask you when you began renting each of the items you listed. I'll read through the list of items, and for each item, please tell me whether you began renting the item less than 6 months ago, between 6 months and 1 year ago, between 1 and 2 years ago, or more than 2 years ago.

When did you begin renting the (READ EACH Q.2 ITEM ONE AT A TIME)? Was it less than 6 months ago, between 6 months and 1 year ago, between 1 and 2 years ago, or more than 2 years ago?)

(IF Q.2=ONLY 1: When did you <u>begin</u> renting the (Q.2 ITEM)? Was it less than 6 months ago, between 6 months and 1 year ago, between 1 and 2 years ago, or more than 2 years ago?)

- 1 Less than 6 months ago
- 2 Between 6 months and 1 year ago
- 3 Between 1 and 2 years ago
- 4 More than 2 years ago
- D (DO NOT READ) Don't Know
- R (DO NOT READ) Refused

(PROGRAM NOTE: SUMMARIZE THE NUMBER OF CODE 1/2/3/4/D/R RESPONSES PER RESPONDENT FOR Q.4 AND DISPLAY.)

RO-5. (IF Q.2=2+: Now I want to ask you what happened to each of the items you rented. I'll read through the list of items again, and for each item, please tell me whether you are still renting the item, whether you purchased it from the rent-to-own store, or whether it was returned to the rent-to-own store. Count the item as purchased if you either rented it long enough that it became yours, or if you purchased it from the rent-to-own store by paying it off early. Count the item as returned to the rent-to-own store if it was taken back to the store either by you or by the store.

What happened to the (READ EACH Q.2 ITEM ONE AT A TIME)? Are you still renting it, did you purchase it from the rent-to-own store, or was it returned to the rent-to-own store?)

(IF Q.2=ONLY 1: Now I want to ask you what happened to the (Q.2 ITEM). Are you still renting it, did you purchase it <u>from the rent-to-own store</u>, or was it returned to the rent-to-own store? Count the item as purchased if you either rented it long enough that it became yours, or if you purchased it <u>from the rent-to-own store</u> by paying it off early. Count the item as returned to the rent-to-own store if it was taken back to the store either by you or by the store.)

- 1 Still renting
- 2 Purchased from the rent-to-own store
- 3 Returned to the rent-to-own store
- 7 (DO NOT READ) Other (SPECIFY)
- D (DO NOT READ) Don't Know
- R (DO NOT READ) Refused

(PROGRAM NOTE: SUMMARIZE THE NUMBER OF CODE 1/2/3/7/D/R RESPONSES PER RESPONDENT FOR Q.5 AND DISPLAY.)

(PROGRAM NOTE: Q.6A, 6B AND 6C ARE DATA LOCATIONS TO DETERMINE THE NEXT APPROPRIATE QUESTION TO BE ASKED.)

- RO-6A. DISPLAY Q.2 ITEM/RANDOM Q.2 ITEM SELECTED EARLIER.
- RO-6B RECORD THE Q.4 RESPONSE FOR THE SELECTED ITEM DISPLAYED IN Q.6A.
 - 1 Less than 6 months ago
 - 2 Between 6 months and 1 year ago
 - 3 Between 1 and 2 years ago
 - 4 More than 2 years ago
 - D (DO NOT READ) Don't Know
 - R (DO NOT READ) Refused
- RO-6C RECORD THE Q.5 RESPONSE FOR THE SELECTED ITEM DISPLAYED IN Q.6A.

1	Still renting	ASK Q.7 THEN GO TO Q.11
2	Purchased from the rent-to-own store	ASK Q.7 THEN GO TO Q.8
3	Returned to the rent-to-own store	ASK Q.7 THEN GO TO Q.9
7	(DO NOT READ) Other (SPECIFY)	ASK Q.7 THEN
	Service of the servic	GO TO Q.10
D	(DO NOT READ) Don't Know	ASK Q.7 THEN GO TO Q.11
R	(DO NOT READ) Refused	ASK 0.7 THEN GO TO 0.11

RO-7. Now I want to ask you some questions about your experience renting the (SELECTED Q.2 ITEM).

(NOTE: IF SELECTED ITEM IS SOMETHING THE RESPONDENT LISTED MORE THAN ONE OF, FOR EXAMPLE, "TV1", "TV2", or "TV3", SAY: "the first/second/third television you mentioned".)

When you first began renting the (SELECTED Q.2 ITEM), did you intend to rent it long enough to purchase it from the rent-to-own store, or did you intend to rent it only for awhile and then return it to the store, or weren't you sure at the time?

- 1 Intended to rent it long enough to purchase it from the rent-to-own store
- 2 Intended to rent it only for awhile and then return it
- 3 Wasn't sure at the time
- D (DO NOT READ) Don't Know
- R (DO NOT READ) Refused

OUESTIONS FOR RESPONDENTS WITH ITEM "PURCHASED" IN 0.5:

RO-8. You mentioned earlier that you purchased the (SELECTED Q.2 ITEM) from the rent-to-own store. For approximately how long did you make payments before it became yours to keep? Was it more than a year or was it 1 year or less?

1	More than a year	SKIP TO Q.8B
2	1 year or less	CONTINUE
	Don't Know	SKIP TO Q.11
R	Refused	SKIP TO Q.11

RO-8A. Was it...?

1	Less than 3 months,	SKIP TO Q.11
2	Between 3 and 6 months,	SKIP TO Q.11
3	Between 6 months and 1 year	SKIP TO Q.11
D	(DO NOT READ) Don't Know	SKIP TO Q.11
R	(DO NOT READ) Refused	SKIP TO Q.11

RO-8B. (IF Q.8 = 1) Was it...?

1	Between 1 year and 1 ½ years,	SKIP TO Q.11
2	그는 그러워 그 요요 그는 무섭 생활을 그렇고 하는데 그렇게 그 그 것이다.	SKIP TO Q.11
3	Between 2 and 2 ½ years,	SKIP TO Q.11
	More than 2 ½ years	SKIP TO Q.11
D	(DO NOT READ) Don't Know	SKIP TO Q.11
R	(DO NOT READ) Refused	SKIP TO Q.11

QUESTIONS FOR RESPONDENTS WITH ITEM "RETURNED" IN Q.5:

RO-9. You mentioned earlier that the (SELECTED Q.2 ITEM) was returned to the rentto-own store. For approximately how long did you rent it before it was returned? Was it more than a year or was it 1 year or less?

1	More than a year	SKIP TO Q.9B
2	1 year or less	CONTINUE
D	Don't Know	SKIP TO Q.9C
R	Refused	SKIP TO Q.9C

RO-9A. Was it...?

1	Less than 3 months,	SKIP TO Q.9C
2	Between 3 and 6 months,	SKIP TO 0.9C
3	Between 6 months and 1 year	SKIP TO 0.9C
D	(DO NOT READ) Don't Know	SKIP TO 0.9C
R	(DO NOT READ) Refused	SKIP TO 0.9C

RO-9B. (IF Q.9 = 1) Was it...?

1	Between 1 year and 1 ½ years,	CONTINUE
2	Between 1 ½ and 2 years,	CONTINUE
3	Between 2 and 2 ½ years,	CONTINUE
4	More than 2 ½ years	CONTINUE
D	(DO NOT READ) Don't Know	CONTINUE
R	(DO NOT READ) Refused	CONTINUE

RO-9C. Why was the (SELECTED Q.2 ITEM) returned to the rent-to-own store? (PROBE: "Was there any other reason?")

(PROBE UNTIL UNPRODUCTIVE. WHERE APPLICABLE, PROBE FOR CLARIFICATION: "What do you mean by (REPEAT RESPONSE)?")

- 1 Response Given (SPECIFY)
- D Don't Know
- R Refused

(NOW SKIP TO Q.11)

OUESTIONS FOR RESPONDENTS WITH ITEM "OTHER" IN 0.5:

RO-10. You mentioned earlier that the (SELECTED Q.2 ITEM) was (SPECIFIED OTHER RESPONSE LISTED IN Q.5). For approximately how long did you rent it before it was (SPECIFIED OTHER RESPONSE LISTED IN Q.5)? Was it more than a year or was it 1 year or less?

1	More than a year	SKIP TO Q.10B
2	1 year or less	CONTINUE
D	Don't Know	SKIP TO Q.10C
R	Refused	SKIP TO Q.10C

RO-10A. Was it...?

1	Less than 3 months,	SKIP TO Q.10C
2	Between 3 and 6 months,	SKIP TO Q.10C
3	Between 6 months and 1 year	SKIP TO Q.10C
D	(DO NOT READ) Don't Know	SKIP TO Q.10C
R	(DO NOT READ) Refused	SKIP TO Q.10C

RO-10B. (IF Q.10 = 1) Was it...?

1	Between 1 year and 1 ½ years,	CONTINUE
2	Between 1 ½ and 2 years,	CONTINUE
3	Between 2 and 2 ½ years,	CONTINUE
4	More than 2 ½ years	CONTINUE
D	(DO NOT READ) Don't Know	CONTINUE
R	(DO NOT READ) Refused	CONTINUE

RO-10C. You said the (SELECTED Q.2 ITEM) was (SPECIFIED OTHER RESPONSE IN Q.5). Can you explain to me what happened?

(WHERE APPROPRIATE, PROBE FOR CLARIFICATION: "What do you mean by (REPEAT RESPONSE)?")

(PROBE IF ITEM WAS "EXCHANGED": "Why was it exchanged?")

- 1 Response Given (SPECIFY)
- D Don't Know
- R Refused

OUESTIONS FOR ALL RESPONDENTS:

RO-11. Now I want to ask you some questions about <u>all</u> of your experience renting from rent-to-own stores. Overall, how satisfied or dissatisfied are you with your experience with rent-to-own? Would you say you are...?

(ROTATE 5 TO 1 AND 1 TO 5)

- 5 Very satisfied
- 4 Somewhat satisfied
- 3 Neither satisfied nor dissatisfied
- 2 Somewhat dissatisfied
- 1 Very dissatisfied
- D (DO NOT READ) Don't Know
- R (DO NOT READ) Refused

Rent-to-Own Customer Survey Questionnaire

RO-12. Why are you (Q.11 RESPONSE, IF D OR R SKIP TO Q.13) with rent-to-own?

(PROBE: "Are there any other reasons?")
(PROBE UNTIL UNPRODUCTIVE. WHERE APPLICABLE, PROBE FOR CLARIFICATION: "What do you mean by (REPEAT RESPONSE)?")

- 1 Response Given (SPECIFY)
- D Don't Know
- R Refused
- RO-13. Sometimes people are late making a payment to a rent-to-own store. Were you ever late making a payment to a rent-to-own store?

 1
 Yes
 CONTINUE

 2
 No
 SKIP TO Q.16

 D
 Don't Know
 SKIP TO Q.16

R Refused SKIP TO Q.16

OUESTIONS FOR RESPONDENTS WITH LATE PAYMENTS:

RO-14. How were you treated by rent-to-own stores when you were late making a payment? Would you say that the treatment you received was...?

(ROTATE 5 TO 1 AND 1 TO 5)

- 5 Very good
- 4 Good
- 3 Fair
- 2 Poor
- 1 Very poor
- D (DO NOT READ) Don't Know
- R (DO NOT READ) Refused
- RO-15. Why do you say the treatment you received was (Q.14 RESPONSE, IF D OR R SKIP TO Q.16)?

(PROBE: "Anything else?")
(PROBE UNTIL UNPRODUCTIVE. WHERE APPLICABLE, PROBE FOR CLARIFICATION: "What do you mean by (REPEAT RESPONSE)?")

- 1 Response Given (SPECIFY)
- D Don't Know
- R Refused

OUESTIONS FOR ALL RESPONDENTS:

RO-16. Is there anything else you would like to tell me about your experience with rent-to-own, either compliments or complaints?

(PROBE: "Anything else?")
(PROBE UNTIL UNPRODUCTIVE. WHERE APPLICABLE, PROBE FOR CLARIFICATION: "What do you mean by (REPEAT RESPONSE)?")

- 1 Response Given (SPECIFY)
- 2 No, nothing else
- D Don't Know
- R Refused
- RO-17. For classification purposes, do you or anyone in your household have a...? (RESPONSE REQUIRED FOR EACH OF ITEMS a d.)
 - 1 Yes
 - 2 No
 - D Don't Know
 - R Refused
- a. Car or truck (DO NOT READ: either own outright, have auto loan, or lease)

(ROTATE b-d)

- b. Credit card
- c. Savings account
- d. Checking account



EXCEL Job #L Date

Media, Pennsylvania 19063 DEMOQN.DOC

ICR DEMOGRAPHIC QUESTIONNAIRE

(ASK EVERYONE)

And finally, just a few questions for classification purposes only. . .

- Z-1. Is your home owned or rented?
 - 1 Owned
 - 2 Rented
 - D Don't Know
 - R Refused
- Z-2. Are you: (READ LIST)
 - 1 Single, that is never married
 - 2 Single, living with a partner
 - 3 Married
 - 4 Separated
 - 5 Widowed, or
 - 6 Divorced
 - R (DO NOT READ) Refused

(ASK MALES)

- Z-3. Would you consider yourself to be the male head of this household?
 - 1 Yes
 - 2 No
 - D Don't Know
 - R Refused

(SKIP TO Q.Z-4)

(ASK FEMALES)

- Z-3. Would you consider yourself to be the female head of this household?
 - 1 Yes
 - 2 No
 - D Don't Know
 - R Refused
- Z-4. Currently, are you yourself employed full-time, part-time, or not at all?

1 Full-time		(SKIP TO Q.Z-6)
2	Part-time	(SKIP TO Q.Z-6)
3	Not employed	(GO TO Q.Z-5)
R	Refused	(SKIP TO Q.Z-6)

(ASK IF NOT EMPLOYED IN Q.Z-4)

- Z-5. Are you: (READ LIST)
 - 1 Retired
 - 2 A homemaker
 - 3 A student, or
 - 4 Temporarily unemployed
 - 5 (DO NOT READ) Disabled/handicapped
 - 0 (DO NOT READ) Other (SPECIFY)
 - D (DO NOT READ) Don't Know
 - R (DO NOT READ) Refused
- Z-6. Including yourself, how many people are there living in your household? (RECORD SINGLE-DIGIT NUMBER)
 - 8 Eight or more people
 - R Refused

(IF 1 OR IF REFUSED, SKIP TO Q.Z-7)

- Z-6A. How many of these are adults, 18 or older? (RECORD SINGLE-DIGIT NUMBER)
 - 8 Eight or more people
 - R Refused

(IF 1 AND IF NUMBER IN Q.Z-6A IS LESS THAN Q.Z-6, SKIP TO Q.Z-6B)

- Z-6AA. How many of these adults are male? (RECORD SINGLE-DIGIT NUMBER)
 - 0 None
 - 8 Eight or more people
 - R Refused
- Z-6AB. How many of these adults are female? (RECORD SINGLE-DIGIT NUMBER)
 - 0 None
 - 8 Eight or more people
 - R Refused
- Z-6B. How many are children 12 to 17? (RECORD SINGLE-DIGIT NUMBER)
 - 0 None
 - 8 Eight or more people
 - R Refused
- Z-6C. How many are children 6 to 11? (RECORD SINGLE-DIGIT NUMBER)
 - 0 None
 - 8 Eight or more people
 - R Refused

ICR Demographic Questionnaire

	w many are children under 6? ECORD SINGLE-DIGIT NUMBER)
	None
8	Eight or more people Refused
	L NUMBER OF ADULTS AND CHILDREN DO NOT EQUAL NUMBER IN Z-6, Z-6 THROUGH Z-6D
DI-22A.	You mentioned there is (a) child(ren) between the ages of 12 and 17. Could you please me give me the age and gender of (the first/next) child?
	ENTER AGE OF FIRST/NEXT CHILD
	ENTER GENDER OF FIRST/NEXT CHILD (ASK FOR FIRST EIGHT (8) CHILDREN IN THIS AGE GROUP)
DI-22B.	You mentioned there is (a) child(ren) between the ages of 6 and 11. Could you please me give me the age and gender of (the first/next) child?
	ENTER AGE OF FIRST/NEXT CHILDENTER GENDER OF FIRST/NEXT CHILD
	(ASK FOR FIRST EIGHT (8) CHILDREN IN THIS AGE GROUP)
DI-22C.	You mentioned there is (a) child(ren) under the age of 6. Could you please me give me the age and gender of (the first/next) child?
	ENTER AGE OF FIRST/NEXT CHILD
	ENTER GENDER OF FIRST/NEXT CHILD
	(ASK FOR FIRST EIGHT (8) CHILDREN IN THIS AGE GROUP)
	at is your age? CORD 2-DIGIT NUMBER)
RR	Refused

ICR Demographic Questionnaire

- Z-8. What is the last grade of school you completed? (DO NOT READ LIST)
 - 1 Less than high school graduate
 - 2 High school graduate
 - 3 Some college
 - 4 Graduated college
 - 5 Graduate school or more
 - 6 Technical school/Other
 - R Refused
- Z-9. Is your total annual household income from all sources, and before taxes: (READ LIST)
 - 1 Less than \$10,000
 - 2 \$10,000 but less than \$15,000
 - 3 \$15,000 but less than \$20,000
 - 4 \$20,000 but less than \$25,000 (SKIP TO Q.Z-10)
 - 5 \$25,000 but less than \$30,000
 - 6 \$30,000 but less than \$40,000
 - 7 \$40,000 but less than \$50,000
 - 8 \$50,000 but less than \$75,000, or
 - 9 \$75,000 and over

(ASK Q.Z-9AA)

D (DO NOT READ) Don't Know

(ASK Q.Z-9A)

R (DO NOT READ) Refused

(ASK Q.Z-9A)

- Z-9A.Is your total annual household income from all sources and before taxes under or over \$25,000?
 - 1 \$25,000 and over, or
 - 2 Under \$25,000
 - D Don't Know
 - R Refused
- Z-9AA. Just to check, is that over or under \$100,000?
 - 1 Over \$100,000
 - 2 Under \$100,000
 - D Don't Know
 - R Refused

Z-10. Are you of Hispanic origin or background?

1	Yes	(CONTINUE)
2	No	(SKIP TO Q.Z-11)
D	Don't Know	(SKIP TO Q.Z-11)
R	Refused	(SKIP TO Q.Z-11)

- Z-10A. Are you White Hispanic or Black Hispanic?
 - 1 White
 - 2 Black
 - D Don't Know
 - R Refused

(SKIP TO Q.Z-11A)

Z-11. Would you consider yourself to be White, Black or of some other race?

If "other" say: "I'm not referring to your nationality. I just want to know if you consider yourself white or black."

- 1 White
- 2 Black
- 3 Asian/Oriental/Chinese/Japanese
- 4 Native American/American Indian
- 0 Other (SPECIFY)
- R Refused
- Z-11A. Generally speaking, do you usually think of yourself as:

If respondent gives answer such as: "conservative, liberal, vote for best man" Probe: Would that be Republican, Democrat, or independent?

- 1 A Republican
- 2 A Democrat, or
- 3 An independent
- 7 (DO NOT READ) Other (SPECIFY)
- D (DO NOT READ) Don't Know
- R (DO NOT READ) Refused

ICR	Demograph	ic Questionn	iaire
-----	-----------	--------------	-------

Z-11B.	Are you registered to vote at your prese	ent address?	
1	Yes		
2	No		
D	Don't Know		
R	Refused		
	sides the telephone number I reached yo y, does your household have that I could I		telephone numbers, if
as	interviewer note will be on the screen in those dedicated to a fax or modem. ECORD SINGLE-DIGIT NUMBER)	structing them not to o	count phone lines such
$\overline{\mathbf{o}}$	None		
R	Refused		
Sex of R	espondent:		
1	Male		
2	Female		
Responde	ent's Name:		
Phone N	ımber		
		🗝 i i marija emilika ili i i i i i i i i i i i i i i i i i	